



Risk Management and Insurance

Career Cluster	Finance
Course Code	12106
Prerequisite(s)	None
Credit	0.5
Program of Study and Sequence	Cluster Courses – Introduction to Financial Services – Risk Management and Insurance or Investment Planning – Advanced Cluster Courses – Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	None
Industry Certifications	None
Dual Credit or Dual Enrollment	None
Teacher Certification	Business Management & Administration Cluster Endorsement; Marketing Cluster Endorsement; Finance Cluster Endorsement; Insurance, Securities & Investments Pathway Endorsement; *Business Education
Resources	

Course Description:

Risk Management and Insurance focuses on learning about the various types of insurance. The course will explore the opportunities of careers in insurance. Students will gain an understanding of risk management and the benefits of insurance.

Program of Study Application

Risk Management and Insurance is a second pathway course in the Finance cluster, Financial Services and Planning pathway. The course would be preceded by Introduction to Financial Services or Banking Services. Completion of Risk Management and Insurance would prepare a student to participate in an advanced cluster course or capstone experience.

Course Standards**RMI 1: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in insurance.**

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 1: Recall	RMI 1.1. Describe essential knowledge and skills needed to be employed in the insurance industry. Examples: <ul style="list-style-type: none"> Describe the nature of the insurance industry. Discuss the manner in which insurance companies generate income. Explain the use of state risk pool programs. Discuss trends in the insurance industry (e.g., hacker insurance, identity theft insurance, etc.). Discuss licensing and certification in the insurance industry. 	http://talentegg.ca/incubator/2014/04/21/6-skills-found-in-successful-insurance-applicants/
Level 2: Skill/Concept	RMI 1.2. Describe roles and responsibilities associated with careers in the insurance industry. Examples: <ul style="list-style-type: none"> Discuss the role and responsibilities of an underwriter. Discuss the role and responsibilities of an insurance sales representative. Discuss the role and responsibilities of an actuary. Discuss the role and responsibilities of claims personnel. Explain the role and responsibilities of a loss control specialist. 	https://www.ciab.com/uploadedfiles/resources/roleofinsint.pdf
Level 2: Skill/Concept	RMI 1.3. Describe insurance licensing and certification programs. Examples: <ul style="list-style-type: none"> Identify insurance licensing and certification laws, rules and/or regulations. Describe steps in insurance licensing and certification. 	https://www.prometric.com/en-us/clients/insurance/Documents/southdakota/SDINSLIB_20150319.pdf

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RMI 2: Acquire product knowledge to communicate product benefits and to ensure appropriateness of product for the customer.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 2: Skill/Concept	RMI.2.1 Discuss the components of automobile insurance coverage. Examples: <ul style="list-style-type: none"> Identify components of automobile insurance Describe the benefits of each component 	https://www.allstate.com/tools-and-resources/car-insurance/components-auto-insurance.aspx
Level 2: Skill/Concept	RMI.2.2 Discuss the components of health insurance coverage. Examples: <ul style="list-style-type: none"> Discuss components of disability insurance Explain long-term care insurance Describe how the Affordable Care Act impacts health insurance decisions Identify the difference between Medicare and Medicaid 	http://www.healthinsuranceindepth.com/health-policy-essentials.html
Level 2: Skill/Concept	RMI.2.3 Discuss the components of life insurance coverage. Examples: <ul style="list-style-type: none"> Classify the different types of life insurance Identify the role of life insurance in investment and estate planning 	http://www.insurancecored.com/the-key-components-of-life-insurance/
Level 2: Skill/Concept	RMI.2.4 Discuss the components of homeowner's and renter's insurance. Examples: <ul style="list-style-type: none"> Identify the different characteristics of homeowner's and renter's insurance Explain the components and need for flood and earthquake insurance 	http://realtormag.realtor.org/tool-kit/closing/article/5-basic-components-homeowners-insurance https://www.allstate.com/tools-and-resources/renters-insurance/what-does-renters-insurance-cover.aspx

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RMI 3: Determine client needs and wants to guide purchase decisions and enhance future insurance business opportunities.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 2: Skill/Concept	RMI 3.1. Describe insurance products and their benefits. Examples: <ul style="list-style-type: none"> • Explain the nature of liability insurance. • Describe components of automobile insurance coverage. • Discuss components of homeowners insurance. • Discuss components of flood and earthquake insurance. • Describe components of commercial property insurance. • Explain the nature of commercial liability insurance. • Discuss the nature of title insurance. • Discuss the nature of health insurance coverage. • Discuss the nature of long-term care insurance. • Explain the nature of Medicare. • Discuss the nature of Medicaid. • Discuss the nature of unemployment insurance. • Explain the nature of workers compensation insurance. • Describe the nature of disability insurance. • Discuss the nature of life insurance. • Discuss the role of life insurance in investment and estate planning. 	http://www.investopedia.com/financial-edge/0212/4-types-of-insurance-everyone-needs.aspx
Level 3: Strategic Thinking	RMI.3.2 Evaluate existing client insurance and risk management needs. Examples: <ul style="list-style-type: none"> • Evaluate a client's insurance needs • Identify coverage upgrades to clients where appropriate 	http://www.journalofaccountancy.com/issues/2001/may/howtoevaluateaninsurancepolicy.html

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RMI 4: Describe laws and regulations to manage transactions in the insurance industry.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 1: Recall	RMI 4.1. Define regulations that ensure compliance and demonstrate adherence to insurance industry regulations. Examples: <ul style="list-style-type: none"> • Discuss federal and state regulations governing the insurance industry. • Explain the significance of the Consolidated Omnibus Budget Reconciliation Act (COBRA). • Discuss Title I of the Health Insurance Portability and Accountability Act (HIPAA). 	http://www.naic.org/documents/topics_white_paper_hist_ins_reg.pdf
Level 2: Skill/Concept	RMI 4.2. Explain legal concepts and ethics pertinent to the insurance industry. Examples: <ul style="list-style-type: none"> • Discuss fundamental legal principles that pertain to insurance (e.g., indemnity, insurable interest, subrogation, utmost good faith). • Describe the nature of insurance contracts. 	http://www.slideshare.net/alardler/legal-concepts-of-liability-insurance-2010

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RMI 5: Demonstrate underwriting techniques and strategies to evaluate the risk posed by potential insurance clients.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 3: Strategic Thinking	RMI 5.1. Analyze the risk posed by potential clients in order to make insurance approval/denial decisions. Examples: <ul style="list-style-type: none"> • Explain the importance of actuarial science in the insurance industry. • Discuss the nature of credit-based insurance scores. • Underwrite an insurance policy. 	http://www3.ambest.com/ambv/ratingmethodology/OpenPDF.aspx?rc=197707

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